EXPORT UNIVERSITY

...change your world!

Educating Towards Export Excellence

This exclusive training program has been carefully designed to give businesses the skills, strategies, insights, and network of contacts that are necessary to expand sales globally.

Whether you are just thinking about exporting, or you are looking to expand your firm's global reach, our courses can give you the insights and tools that are necessary to succeed. For those who are new to the export game, our 100 level course will prepare you for that big step into the global marketplace. Our 200 and 300 level courses will provide practical, hands-on knowledge in a number of specific areas of export strategy and development for those companies that already have exporting experience.

Each of the four courses will combine the expertise of trade specialists from the U.S. Export Assistance Center and various faculty members who are known experts on these topics. Their insights, experiences, and guidance will certainly prove to be invaluable for your export success.

FEDEX will be providing a free copy of "A Basic Guide to Exporting" 10th Edition published by U.S. Department of Commerce to all participants ($19.95 value).

Topic	Date	Location
101: Preparing To Do Business Overseas	January 28, 2010	Delaware Valley Industrial Resource Center (DVIRC)
201: Market Penetration Considerations: Overseas Representation, Pricing, and Using the Web	March 24, 2010	Chester County Economic Development Council (EDC)
301: Joint Ventures & Licensing and International Bid & Performance Bonds	May 27, 2010	Northampton Community College Fowler Family Southside Center
301: Adapting Products to Individual Markets	July 29, 2010	Small Business Administration (SBA)

Time: Registration at 8:30a.m.
          Session begins at 9:00am
          Session ends at 12:00 pm

Cost: $45.00 per session
(Registration available online for individual sessions or all sessions)

For more information contact a trade specialist at the Philadelphia U.S. Export Assistance Center

Phone: 215-597-6101 Email: office.philadelphia@trade.gov

MidAtlantic DISTRICT EXPORT COUNCIL

U.S. COMMERCIAL SERVICE United States of America Department of Commerce

FedEx

For more information and to register visit: http://www.buyusa.gov/philadelphia/exportu.html